

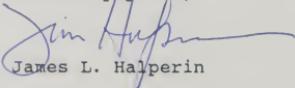
Enclosed is a copy of the text of the N.C.I. Grading Guide. The actual publication date will be some time in June of this year, and will include approximately 250-300 photographs--many in color.

I would appreciate your comments and thoughts on this manuscript. I would be most grateful if you would take an hour or so of your time to carefully read the copy enclosed, and send me your comments in the envelope provided. A form is enclosed for this purpose. If you run out of space on the form, please feel free to write on the back of the form, or on another piece of paper.

I will be sending you a copy of the N.C.I. Grading Guide, with my compliments, immediately upon publication.

Please let me hear from you at your earliest convenience. Thank you for your time and consideration.

Sincerely yours,

  
James L. Halperin

JLH/jmd

Enclosures

# NUMISMATIC CERTIFICATION INSTITUTE

*A certificate that has value, not just opinions.*

May 30, 1986

Mr. Eric Newman  
c/o Edison Brothers  
P. O. Box 14020  
St. Louis, MO 63178

Dear Mr. Newman:

As a supporter of the numismatic hobby, you are certainly aware of the problems we are all facing today with respect to the issue of coin grading. Numismatic publications are full of articles describing the grading controversy.

The interpretations of grading standards vary from dealer to dealer throughout the numismatic marketplace. Indeed, the accepted grading standards themselves have changed considerably over the past decade. Many buyers have become disillusioned because the MS-65 coins they purchased just a few years ago can only be sold as MS-60 or MS-63 today.

Part of the problem is that there has never been a uniform standard for grading uncirculated and proof coins. Moreover, a far greater percentage of today's coin buyers are investors, most of whom do not know how to grade coins for themselves. Instead they must rely on their dealer's skill and honesty. I believe that many of these investors, if they could learn to grade coins, would become hobbyists.

Over the past year or so, I have spent a large percentage of my time writing the first comprehensive work ever written on the grading of mint state and proof coinage. This work will soon be published in book form, entitled the N.C.I. (Numismatic Certification Institute) Grading Guide. I have received a great deal of input and guidance from some of the nation's leading numismatic minds, including Q. David Bowers, Maurice Rosen, Bruce Amspacher, Sil DiGenova, Ed Milas, Harvey Stack, Martin Paul, Ron Howard, John Dannreuther, Beth Deisher, Steve Ivy, Marc Emory, John Albanese, Paul Nugget, Jeff Garrett, Ron Guth and many others. While some of the views expressed in this book may be considered controversial, I believe the N.C.I. Grading Guide gives a fair and honest representation of how the coin industry today perceives the coin grading issue.

A book such as this might be very beneficial to the hobby. If more coin investors can learn to grade coins, they will probably find numismatics to be less threatening, more interesting and more fun.

ERIC P NEWMAN NUMISMATIC EDUCATION SOCIETY

6450 Cecil Avenue, St. Louis, Missouri 63105

June 9, 1986

Mr. James L. Halperin  
Numismatic Certification Institute  
The Heritage Building  
311 Market Street  
Dallas, TX 75202

Dear Mr. Halperin:

I received your letter of May 30, 1986 requesting my comments on the material you sent me. I have been a collector for 66 years and a numismatic researcher for about 50 years. I have never had any commercial experience in coins or currency. I do not feel qualified to give input to your book.

I do appreciate the fact that you will send our library a copy when it is published.

Good luck.

Sincerely yours,

Eric P. Newman

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ERIC P. NEWMAN NUMISMATIC EDUCATION SOCIETY

6450 Cecil Avenue, St. Louis, Missouri 63115

September 4, 1986

Mr. James L. Halperin  
Heritage  
311 Market Street  
Dallas, TX 75202

Dear Jim:

Your book is most appreciated and will have a permanent home in our library. I hope it stabilizes the controversial thinking which presently exists.

Congratulations.

Sincerely,

Eric P. Newman

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James L. Halperin  
Co-Chairman of the Board

August 29, 1990

Eric P. Newman  
President  
Eric P. Newman Numismatic  
Education Society  
6450 Cecil Avenue  
St. Louis, MO 63105

Dear Mr. Newman:



Heritage  
Capital  
Corporation

Storage Plaza  
Highland Park Village  
Milwaukee, WI 53218 USA  
Telephone: 414-326-3800  
Telex: 704267  
Fax: 214-520-6968

Dallas  
Texas USA

Paris  
France

Dusseldorf  
West Germany

Zurich  
Switzerland

Singapore

It was good seeing you in Seattle last week. Thank you for copying me on your August 22 letter to Mark Van Winkle.

I'm of course disappointed that we aren't going to be interviewing you in Legacy. I've heard you're a great interview! Furthermore, I'd like to read your side of the story on the John Ford episode, although I can certainly understand your wish not to stir up a controversy. I think most everyone who reads Legacy will realize that this story has two sides, and so far we've only heard Mr. Ford's.

My partner, Steve Ivy, was once on the other side of a controversy with John Ford, so we both know how elusive the truth can be at times where Mr. Ford is involved. He sure makes interesting reading though.

Please let us know if you change your mind.

Best regards,

  
Jim Halperin  
Co-Chairman of the Board

JLH/jmd

cc: Mark Van Winkle

ERIC P. NEWMAN NUMISMATIC EDUCATION SOCIETY

6450 Cecil Avenue, St. Louis, Missouri 63105

Mr. James Halperin  
Heritage Galleries  
Heritage Village  
100 Highland Park Village (2<sup>nd</sup> Floor)  
Dallas, TX 75205-2788

August 21, 2001

Dear Jim:

It was a most stimulating intellectual experience to talk to you at the ANA convention in Atlanta this month and I look forward to more. Your book The First Immortal arrived and I thank you for sending it. I know it will be exciting to read. In the meanwhile I have to complete several numismatic articles.

My best,



Eric P. Newman

ERIC □ NEWMAN NUMISMATIC EDUCATION SOCIETY

6450 Cecil Avenue St. Louis, Missouri 63115

Mr James Halperin  
Heritage Rare Coin Galleries  
100 Highland Park Village  
Dallas, TX 75205-2788

April 3, 2000

Dear Jim

Your article In Coin World referring to coin reproduction by nanotechnology put me in a funk. You are certainly straightforward about the matter and I am writing to ask whether such reproduction can be done today by (a) 1 to 1 Janvier methods, (b) a combination of enlargement, minor modification and reduction methods, (c) improvement in spark erosion methods (electro discharge machinery) using superb electros for destruction or (d) other means

I am sure you are aware of the superb repair work which is being done to eliminate scratches, nicks etc. I know recoloring is now well perfected. I believe refinishing of surfaces is not complicated. I believe alteration of mint marks, dates, die breaks, etc. can be superbly done with slight replating if needed in one or more metal mixtures. What is the present state of the "art"?

I was unaware of your first novel and would like to read it. Where do I get it?

Will you bring me up to date on coin forgery matters as I have been researching and writing on other numismatic matters in recent years.

My Fax is [REDACTED] My telephone number is [REDACTED]

Keep writing and thrive.

Eric P Newman

To: Jim Halperin  
From: Eric P. Newman

September 6, 2000

Thank you for the copy of your new book entitled The Rare Coin Estate Handbook and your kind letter of August 28, 2000.

You asked for an immediate response as to a review quote.

I and our foundation are devoted to numismatic history, numismatic education and writing, numismatic collecting and display on a not-for-profit basis. I know very little about the commercial end of numismatics and rarely buy at auction. I therefore feel that I have insufficient knowledge to comment of the subject of your book.

I do wish to thank you for the nice write up of the American Numismatic Society on page 86 although alphabetically it may belong on page 85.

I enjoyed the ANA in Philadelphia but didn't see you when I passed your area.

Thrive,

when people do not get too many greeting cards regardless of whether or not it resulted from a leftover supply.

I am hereby reciprocating by sending you and yours a "timely" New Year greeting, assuming we are living during or before the early 18th century when the New Year began on March 25. Perhaps I have been working on American Colonial paper money too long so that my dates are about as antique as I am. Happy New Year.

Numismatics has been marvelous to you and to me but in different ways. My family are into everything just as yours is. Any time you (with spouse or others) are going to be in St. Louis please let me know and we will have some fun together. The last time we met we talked about your fiction thrillers and I hope you are still writing.

Continue to thrive.

Eric

Subj: RE: New Year  
Date: 03/20/2006 2:59:53 P.M. Central Standard Time  
From:  
To:  
CC: [REDACTED]

Dear Eric,

Please pardon the delay in responding to your delightful email; I just had the pleasure of spending the last four days in Florida with my parents, wife, 3 sisters, 2 sons and 6 nieces and 1 nephew., all attending my dad's 80th birthday festivities.

Now I must confess that sending our New Years cards out 1-5 months late each year does not really qualify as an "idea", but rather more as the predictable happenstance of bad planning and overly busy lives. How I appreciate and admire your diplomacy, though! In fact, you are one of my heroes for many reasons, and I think about you often.

Do you ever travel to coin shows anymore? If so, I would love to buy you lunch or dinner.

Anyway, rest assured that I will absolutely take you up on your offer to visit you next time I'm in St. Louis, or would gladly make a special trip if you would consider showing me some of your coin collection, in which case Heritage can legally pay the airfare.

As for fiction writing, that is over for now. Too much interesting stuff happening at Heritage, not to mention 10- and 14-year-old sons (great age for dads, not so easy for moms).

Hope to see you soon.

All the best,

Jim

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From: [REDACTED]  
Sent: Thursday, March 16, 2006 4:02 PM  
To: Halperin, Jim - 255  
Subject: New Year

Dear Jim:

You were kind enough to surprise me with New Year Greetings mailed on February 7, 2006, including delightful images of your happy family. What a wonderful idea to send them at a time